

Message Text

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62

ACTION COME-00

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 3454

INFO AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY PRAGUE

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AMEMBASSY WARSAW

USMISSION BERLIN

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E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: INQUIRY ON ETHYL ALCOHOL MARKET BY U.S. FIRM

REF: STATE 223858

1. PUBLISHED SOVIET SOURCES AVAILABLE TO COMMERCIAL OFFICE SHOW NO RPT NO DATA ON ETHYL ALCOHOL PRODUCTION IN USSR. IT IS POSSIBLE THAT MORE SPECIALIZED SOVIET PUBLICATIONS ON CHEMICAL INDUSTRY HAVE INCLUDED THIS INFORMATION. THESE PUBLICATIONS SHOULD BE AVAILABLE IN WASHINGTON. ON FOREIGN TRADE SIDE, 1973 STATISTICS (LATEST AVAILABLE) SHOW EXPORTS OF 19,100 METRIC TONS OF ETHYL ALCOHOL IN 1973 COMPARED WITH EXPORTS OF 23,500 METRIC TONS IN 1972. IN BOTH YEARS, BULGARIA AND HUNGARY WERE ONLY BUYERS. NO IMPORTS ARE SHOWN FOR EITHER YEAR. PRICE FOR BOTH YEARS WAS APPROXIMATELY 160 RUBLES/TON, WHICH MAY OR MAY NOT BEAR ANY RELATIONSHIP TO WORLD MARKET PRICE.

2. IN ABSENCE PUBLISHED INFORMATION, NEXT STEP WOULD LOGICALLY BE TO MINISTRY OF CHEMICAL INDUSTRY. HOWEVER, OUR EXPERIENCE SUGGESTS THAT MINISTRY UNLIKELY TO BE FORTHCOMING AND WILL PROBABLY REFER US TO EITHER MINISTRY OF FOREIGN TRADE OR SOYKHI EXPORT, NEITHER OF WHICH LIKELY TO HAVE INFORMATION OR,

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WERE THEY TO HAVE IT, OT BE WILLING GIVE IT TO US. UNION CARBIDE,

ON OTHER HAND, IS WELL AND FAVORABLY KNOWN AT MINISTRY OF CHEMICAL INDUSTRY AND SHOULD, ON BASIS OUR EXPERIENCE, HAVE MUCH GREATER CHANCE OF OBTAINING AT LEAST SOME OF INFORMATION REQUESTED REFTTEL THEN EMBASSY. SINCE CARBIDE DEALS WITH USSR THROUGH ITS GENEVA OFFICE, IT IS POSSIBLE THAT COMPANY'S NEW YORK HEADQUARTERS UNAWARE OF DEGREE TO WHICH ITS REGIONAL OFFICE, HEADED BY DR. THOMAS HALL, HAS DEVELOPED CONTACTS WITH SOVIETS.

3. COMMERICAL OFFICE WILL, OF COURSE, BE PLEASED MAKE APPROACH TO MINISTRY OF CHEMICAL INDUSTRY IF CARBIDE BELIEVES THIS WOULD BE USEFUL. WE WOULD PROBABLY HAVE TO MENTION COMPANY'S NAME AT SOME POINT, HOWEVER.
MATLOCK

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